ONFIDENTIAL DD/s 64-3611 Approved For Release 2002/11/22 : CIA-RDP84-00780R000600110011-4

DD/S R GISTRY

1 JUL 1964

OGC Has Reviewed

MEMORANDUM FOR: Mr. Kirkpetrick

Kirk:

The attached proposed agenda for our University

Associates Annual Conference this year has been prepared by the Office

of Personnel, bearing in mind your Action Memorandum No. A-307 dated

24 October 1963 and your oral discussion of 18 June 1964 with

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Request your approval in principle, and we will

work out the details.

Signed

L. K. White

Att

DD/S:LKW:jrf

Distribution:

- 0 Adse w/O of att (att: DD/S 64-3594)
- 1 D/Pers w/O of DD/S 64-3594, T of att, & orig agenda
- X- DD/S subject w/cc of DD/S 64-3594 w/att & background
- 1 DD/S chrono

DD/S 64-3594 - Memo dtd 22 June 64 to D/Pers fr C/PRD/OP, subj: "University Associates Annual Conference," w/att (proposed agenda)

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GROUP 1
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22 June 1964

MEMORANDUM FOR: Director of Personnel

FROM

: Chief, Personnel Recruitment Division

SUBTECT

: University Associates Annual Conference

- 1. Please advise Colonel White that during my discussion Thursday. 18 June, with Mr. Kirkpatrick concerning certain sections of the new recruitment brochure, he raised the question of both the "100 Universities Program" dinners this year and the University Associates Annual Conference. As to the latter, he told me he had some strong feelings about the agenda for the conference. I reminded him he had reduced his views to writing and that you and I had taken them into detailed consideration. Incidentally, scheduling the Annual Conference for 2-3 November is in general accord with the desires of the Associates who have raplied to your letter on this subject and is tied in also to Mr. Kirknatrick's plans to leave the country on TDY the following week.
- I generally outlined for him what we were considering and he seemed to be in agreement with the agenda attached hereto. I stressed the desire of the Associates to participate themselves in some part of the program, and he felt that the mixed panel of senior Agency officials and University Associates with as moderator, after a two-year running of "The 100 Universities Program," would generate a good discussion.
- 3. I stressed the concern of Colonel White, yourself, and myself as to the damage "The Invisible Government" book may do and the necessity for a frank discussion of this topic with the Associates. He said he shared our concern in this regard, but felt that we could handle it in two ways, specifically, (1) by mailing Shorman Kent's 30-page critique on the book to each of the Associates for their reading before they come to Washington, and (2) by informal discussions at his home where he would like to be this year's dinner host to the Associates and another 25 or 30 Agency guests.
- The new agenda item he introduced is the Training film. I reminded him of the "flak" we draw from showing the film last year, but he replied that you and I should see the one-hour film which Training has turned out from the best of everything it has done in this field and

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SUBJECT: University Associates Annual Conference

which he considers a very professional film indeed. I have determined that the title of this film is "Resume." (OTR) assures me that Colonel White has seen it, so I am arranging a screening for you and myself and any others you may wish to invite. 5. In connection with this year's "100 Universities" dinners, Mr. Kirkpatrick agreed to assist us in the local area where we had planned to feature him as the speaker at Howard, Georgetown, Johns Hopkins, Catholic, Maryland, and West Virginia Universities. With our having cut back our Professional Recruitment staff, I pointed out we will be running 15 teams this year as against 22 last year and that we would be spreading the dinners over the 4 weeks of October as against running the entire program during a single week as we did last year. By spreading the dinners over an entire month, we will not need a Standby Reserve this year. He suggested some new speakers for this year's program, but I told him that with "The Invisible Government" in the background I thought it would be best to use our experienced speakers from last year as against having to brief any new speakers who might have some fear of facing a faculty audience for the first time and have "The Invisible Government" suddenly dictate the whole trend of our presentation. He seemed to agree with my reasoning in this regard and to my suggestion that we keep a 4-4-3-3 balance of senior official speakers as between the 4 Deputy Directorates, with Paul Chratien and himself as representatives of the Office of the DCI. I am preparing the suggested pairings of senior officials and professional recruiters to form the teams I will recommend for your and Colonel White's approval. Distribution: Original & 1 - Addressee -1 - Univ. Assoc. File

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PROPOSED AGENDA

University Associates

Annual Conference

2 - 3 November 1964

Monday, 2 November

| Hour | | |
|-------------|--|---|
| 0900 - 0910 | Opening Remarks | Emmett D. Echols Director of Personnel |
| 0910 - 0930 | Welcoming Remarks | John A. McCone Director of Central Intelligence |
| 0930 - 1030 | The U. S. Intelligence Community and Counterinsurgency | Lyman B. Kirkpatrick, Jr. Executive Director- Comptroller |
| | Coffee Break | |
| 1100 - 1215 | The World Situation | Ray S. Cline or Jack Smith |
| | Lunci | |

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Dr. Albert D. Wheelon Deputy Director for Science and Technology

1330 - 1440 The Scientist in Intelligence

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First Day (cont.)

--- Coffee Break-

| 1500 - 1515 | Remarks | Matthew Baird Director of Training | Í |
|-------------|-------------------------------------|---------------------------------------|------|
| 1515 - 1600 | The Career Officer Training Program | Chief, COTP | 25X1 |
| 1600 = 1700 | Training Film | | |
| 1700 | Dinner | Lyman B. Kirkpatrick, Jr. | |

Tuesday, 2 November

| Hour | | 1 <u>0</u> | |
|-------------|--|---------------------------------------|------|
| 0900 - 0950 | Administrative Processing of Travel Vouchers and Per Diem | 3 | 25X1 |
| | | Office of Personnel | |
| 0950 - 1000 | Remarks | Chief, Personnel Recruitment Division | 25X1 |
| 1000 - 1130 | "The 100 Universities Program" —A Critique— | Panel Discussion | |
| | | | |
| | | | |
| | | | |
| 1130 | Depart Headquarters for Lamch at NPIC | | |
| 1300 - 1600 | Remarks and Tour of Facility | Arthur C. Lumiahl Director. NPTC | |

25X1

1600

Departure NPIC for Airports, Trains, and

Hotels

DD/S 64-2123

I 0 APR 1964

MEMORANDUM FOR: Director of Personnel

Emmett:

Considering the personal interest of Mr.

Kirkpatrick and Colonel White in the annual meeting of the university associates I believe it would be advisable to present this year's proposed program prior to vacation time. Please refer to Action Memorandum No. A-307 dated 24 October 1963 and Colonel White's comments on the routing sheet which forwarded the action memorandum to you on 28 October 1963.

| May | we | have | your. | plan | by | mid-june? |
|-----|----|------|-------|------|----|-----------|
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MEMORANDUM FOR: Director of Personnel

SUBJECT

: Report on "100 Universities Program"

Colonel White has received the reports of two participants in the
"100 Universities Program", Messrs.

He has
expressed a preference to receive one report covering the entire Program
and which he may forward to the Office of the Director.

Executive Officer to the Deputy Director for Support

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9.40 Table 1.40 Table

| | ROUTIN | G AND | RECOR | D SHEET |
|--|--------------|-------------|-------------|---|
| SUBJECT: (Optional) | | | | |
| Annual Meeting of the U | Jaiversity A | Associato | s and th | e Agency Recruiters |
| FROM: | | | EXTENSION | NO. |
| | | | | DATE |
| Deputy Director (Suppo | rt) | | | 900 |
| TO: (Officer designation, room number, and | d D | ATE | OFFICER'S | COMMENTS (Number each comment to show from who |
| Soliding | RECEIVED | FORWARDED | INITIALS | to whom. Draw a line across column after each comment |
| 1. | | | | Eck: |
| Director of Personnel | | | | LIUR, |
| 2. | | | | When we prepare our program |
| | | | | next year, we will want to clear it |
| 3. | | , , , , , , | | with Kirk before putting it in final form. I don't know how you feel abou |
| | | | | it, but we might want to question som |
| 4. | | | | of the things he suggests. The big |
| | | | | question is how to use best the very |
| 5. | | | | limited time that we have these people in captivity. Also, it seems to me |
| | | | | that most of these people are coming |
| 6. | | | | back year after year and that we want |
| 0. | | | | to avoid repetition. In other words, |
| | | | | think our objective of making them feel that they are real "associates" |
| 7. | | | | may well have to be accomplished over |
| | | | | a period of several years. |
| 8. | | | | To any season at many attached a season |
| | | | | In any case, give all this some thought, and submit your program for |
| 9. | | | | next year early enough for us to con- |
| | | | | sider it carefully with Kirk. |
| 10. | | | | |
| | | | | |
| 11. | | | | /5/ |
| | | | | LKW |
| 12. | | | | Asso Applica Mount No. A 207 ded |
| | | | | Att: Action Memo No. A-307 dtd 24 Oct 63 to DD/S fr Ex. Dir., |
| 13. | | | | same subj (DD/S 63-4507) |
| | | | | DD/S:LKW:jrf |
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OFFICE OF THE DIRECTOR

| | Action Memorandu | m No. <u>A-307</u> |
|--|--|---|
| | Date 24 Oct | ober 1963 |
| то : | Deputy Director/Support | A C T |
| SUBJECT : | Annual Meeting of the University Associates and the Agency Recruiters | I O N |
| of the Unishould be taken place that such or Deputy intelligen and perhal analysis to some onical interconcluding this year thing more | 1. I thought that the annual meeting of the ty Associates and the Agency Recruiters, together with a gency officers working on the 100 Universities Program sful event, and certainly an improvement over previous owever, I feel that certain improvements can be made. 2. In future years I believe that the first day of the maiversity Associates should be held here in Headquarters e devoted exclusively to a reorientation of the changes the ace in the Agency during the preceding year. I would envent a day would include a welcoming speech by either the Day Director, an hour devoted to major developments in the processing the final hour of the morning devoted to a comprehent of the world situation. The afternoon could be devoted a for our major efforts, such as Wheelon on scientific and selligence, Lundahl on photographic intelligence, and perform period on such subjects as counterinsurgency. 3. By this vehicle I think we can do a lot better than we are making the University Associates feel that they are some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some that they have been taken into our confidence in some taken into our confidence in the taken into our confiden | the the the was meet- E eeting and At have visage firector e U.S. Agency, nsive more tech- haps a Ve did some- s'' of |

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mportant work. I feel further that we need periodically to engage in a ittle salesmanship with these people in order to keep up their esprit de corps and continue them as enthusiastic supporters.

- 4. After the first day I believe that the balance can be worked out in close association with the recruiters and the Office of Personnel.
 - 5. Would you please see that this is implemented for next year.

00065 4149

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"THE 100 UNIVERSITIES PROGRAM

Vusannel 15

A new dimension to Agency college and public relations is being added during the week of 4 November when twenty senior officials, drawn from the four Deputy Directorates, will participate in a nationwide series of informal, off-the-record, luncheon or dinner meeting discussions with some 2,000 key faculty and staff members of over 100 colleges and universities. Aiming at making a straightforward presentation of the Agency's role in national security and the career challenge we can offer the college graduate, we believe this can be done securely and that the program can be extended in succeeding years to many more institutions of higher learning.

We are seeking both the short- and long-range recruitment value inherent in filtering down to the college senior and graduate student (through the professor, dean, or department chairman in whose judgment and career counsel he has high confidence in today's hectic bidding for his services) a more accurate image of the Agency as a prospective employer--as reflected in the words and professional demeanor of its own successful careerists.

In sponsoring this program, the Agency has responded to the best advice of its University Associates, a consultant panel of thirty deans, department heads, professors, and placement directors who have been serving the Agency for several years, but primarily in the area of JCT recruitment until their advisory base was broadened in recent months. Our Associates told us our employer image would be greatly enhanced by exposing our senior officers to selective "small faculty groups with whom they would sit around and talk.

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19 **September** 1963

MEMORANDUM FOR: Director of Personnel

STAT ATTENTION

: Mr.

Pursuant to your request I have examined the proposed recruitment brochure and attach some minor comments. I have also shown it to Mr. Kirkpatrick and his comments are also attached. Neither of us advocates any major change. While I realize it is your primary objective to have these printed and available for distribution in connection with your "100 Universities Program", I would hope that it might be possible to have a few for distribution to the recruiters and college associates when they are here early next month.

L. K. White
Deputy Director
(Support)

3 Attachments

DD/S:LKW:jas
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Personnel 15

General Carter

The attached memorandum requests approval to increase the representation allowance for field recruiters to cover costs of the "100 Universities Program" plus normal expenses anticipated during FY 64. The additional authorization which may be required will not exceed \$2400 and can be absorbed in the present budget of the Office of Personnel.

Request your approval.

Signed

L. K. White 1 3 SEP 1963

EA-DD/S:RBF:maq (13 Sept 63)

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DD/S 63-3840: Memo dtd 10 Sept 63 to DDCI fm Emmett D. Echols, subj: Representation Allowance for Professional Field Recruiters

1 0 SEP 1963

MEMORAHEM FOR: Deputy Director of Central Intelligence

SUBJECT : Representation Allowance for Professional Field

Recruiters

REFERENCE: Memo for DECI fr DD/s dtd 16 May 63 (ER 63-4099),

same subject

1. This memorandum submits a recommendation for your approval. Such recommendation is stated in paragraph 5.

- 2. Referenced memorandum authorises a representation allowance not to exceed \$300 per year for each recruiter. However, it appears that our initial estimate of the entertainment expenses in consection with the "100 Universities Program" was overly modest. We calculated the estimate for this program on the basis that each recruiter would provide lumbs at \$2.50 per guest to not more than 20 guests at each of five universities, a maximum of \$250 per recruiter. Since variations in the number of guests and cost per guest were expected, it was assumed that the cost would average less than this amount and that an over-all allowance of \$300 would be sufficient to cover the representational requirements of each recruiter on an annual basis.
- 3. Later developments indicate that the cost at some of the larger universities in metropolitan areas will be closer to \$4.50 per guest than \$2.50. Also we have been advised by university officials at Stanford and at the University of California to schedule both a small lumcheon and a dinner session. Consequently, the maximum of \$300 will be exceeded in some cases for the "100 Universities Program" alone, and there will be no balance for the recruiter to apply to his normal representational expenses of some \$100 per year.
- 4. It is estimated that about 50 per cent of our recruiters will exceed their total allowance of \$300 during the week set aside for the "100 Universities Program" during the week of 4 November. In order to cover these cases and to provide a maximum annual allowance of \$100 per recruiter for other representational requirements which arise over the year, we believe that there should be a provision for exceptions to the \$300 limit established by referenced memorandum.

SUBJECT: Representation Allowance for Professional Field Recruiters

5 It is recommended that the following be approved as a substitute for the authorization provided in referenced memorandum

- a. Recruiters participating in the "100 Universities Program" are authorized a special representation allowance for necessary representational requirements of that program However, claims in excess of \$300 will require the personal approval of the Birector of Personnel.
- b In addition to the special representational allowance provided in paragraph a above, recruiters may be authorized a regular representation allowance not to exceed \$100 per year to meet necessary representational requirements throughout the year

Emmett D. Echols Director of Personnel

CONCUR

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Deputy Rirector (Support)

Determined the recommendations in paragraph 5 are approved

16 SERVICE Deputy Rirector of Contral Intelligence

Date

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16 SERVICE DESCRIPTION OF THE D

12 September 1963

Colonel White:

are:

In answer to your questions:

The maximum anticipated costs involved

For the "100 Universities Program" \$ 7000

Normal representational expenses,
FY 64, for 23 recruiters 2300

Total \$ 9300

The current authorization provides for \$300 per recruiter, a total of \$6900. Thus we are talking about a maximum additional cost of \$2400 to cover Emmett's request. This can be absorbed in the Office of Personnel budget and thus no additional allocation of funds will be required. Parker and I both feel therefore that this need not be routed through the Comptroller.

Recommend your initials and signature.

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16 MAY 1963 Xallountings

MEMORANDUM FOR: Deputy Director of Central Intelligence

SUBJECT

: Representation Allowance for Professional Field Recruiters

1. This memorandum submits a recommendation for your approval. Such recommendation is stated in Paragraph 4.

- 2. The Director of Personnel has requested that Professional Field Recruiters. be authorized to expend confidential funds in amounts not to exceed a total of \$300 a year for each recruiter in order that they may appropriately represent the Agency in our recruitment effort. The General Counsel, in the attached memorandum, indicates that such an allowance is within the Agency authority if you will make the determination that such expenditures are necessary to enable the Agency to carry out its duties.
- 3. In the past, recruiters were allowed minor entertainment expenses not to exceed \$100 a year under authority apparently derived from project approvals which established the University Consultant program in October 1951. As you know, our effort to attract well-qualified professional people to the Agency is being accelerated. It is considered necessary that recruiters be in a position to extend to key faculty members and administrative officials at colleges and universities invitations to modest luncheons or dinners without incurring a personal financial liability. If authorized, it is proposed that such expenditures be very closely monitored. A draft instruction to field recruiters to accomplish this purpose is attached for your review.
- 4. It is recommended that you authorize payment of a representation allowance not to exceed \$300 a year for each recruiter as being necessary to the performance of the Agency function.

Signed

L. K. White Deputy Director (Support)

2 Atta:

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Att 1: Memo dtd 13 May 63 to DD/S fr OGC,

same subject

Att 2: Draft of Memo to Field Recruiters

The recommendation contained in Paragraph 4 is approved. 17 MAY 1963 Date Lieutenant General, USA GROWF 1 Factuded from automatic Deputy Director downgrading and Compt, 1 - DD/S chrono, T - DD/S subject 25X1 SA-DD/S:RHW:fmf(14 May 63)Retyped: Distribution: O&1 - D/Pers w/atts,

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MEMORANDUM FOR: Deputy Director (Support)

SUBJECT:

Representation Allowance for Professional

Field Recruiters

- 1. Mr. Echols' memorandum of 6 May 1963 to you, subject as above, proposes that the representation allowance now made available to Personnel recruiters in the amount of \$100 per year be increased to \$300 per year. I understand from Mr. Echols' memorandum and conversations with Personnel that our recruitment needs are extensive. Further, the Agency recruitment program is complicated somewhat by security factors and representation expenditures are necessary.
- 2. The Comptroller General, in a decision involving a statute with language identical to that of section 8 of the CIA Act, namely, an authority for expenditures "necessary to carry out its functions." refused reimbursement for official entertaining expenses "in the absence of a showing that the expenses were necessary to enable the Commission to carry out its duties." I believe a determination that the expenses are necessary to enable CIA to carry out its functions would be proper and the allowance could be approved. However, since the expenditure of confidential funds is involved, the determination should be made by the Deputy Director of Central Intelligence.
 - 3. Mr. Echols' memorandum is forwarded herewith.

LAWRENCE R. HOUSTON General Counsel

cc: Comptrolles who att Director of Personnel w/o att

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6 MAY 1963

MEMORANDUM FOR: Deputy Director (Support)

SUBJECT : Representation Allowance for Professional Field Recruiters

- 1. This memorandum submits a recommendation for your approval. Such recommendation is contained in paragraph 6.
- 2. It is considered timely, in view of a number of programs currently being planned, to review representation allowances currently authorized for field recruiters and to make appropriate recommendations for the coming fiscal year.
- 3. In the past, recruiters were allowed minor entertainment expenses not to exceed \$100 per year per recruiter. These funds were used primarily to permit luncheon invitations to faculty members, placement directors and important lead sources. While not included in their blanket travel order authorizations, expenditures were vouchered by the recruiters against unvouchered funds. The authority for these allowances appears to derive from project approvals which established the University Consultant program in October, 1951. There is no record in either the Office of the Comptroller or the Office of Personnel specifically authorizing representation allowances for field recruiters, although vouchers for minor entertainment expenses have, to date, been honored to the limitation mentioned.
- 4. In his report to you of 29 December 1961, recommended, "that the arbitrary limit of \$100 per year for representational purposes be reviewed and such adjustments made as may be necessary." This has not, until now, actually been necessary. The average expense for entertainment purposes for the professional field recruiter for Fiscal Year 1962 was approximately \$50. However, increasing emphasis upon our college public relations and public speaking programming indicates a need to define precisely the authority for recruiter representation allowances and to raise the maximum limitation. Reimbursement for entertainment expenses will continue to be subject to Headquarter's review and approval.
- 5. The Personnel Recruitment Division is programming for the week of 4 November 1963 team visits of field recruiters and senior Agency officials to approximately 100 colleges and universities. Informal luncheons or dinners will be arranged at each university; invited guests will include key faculty members, such as deans, department chairmen and administrative officers, with whom the senior official will discuss the opportunities for careers in the Central Intelligence Agency. It is not expected that any group will exceed twenty in number and all arrangements will be conservative in terms of the cost; nevertheless, it is important that the field recruiter assume the cost in behalf of the Agency. Under this program, each recruiter is assigned five universities to be visited during the week of 4 November. An informal pilot venture of this nature in which two senior officials each

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SUBJECT: Representation Allowance for Professional Field Recruiters

visited five universities in Texas and five universities in Virginia and North Carolina indicated costs for this kind of entertainment average \$2.00 per invited guest. The total cost of entertainment for this particular program should approximate \$4,000 or \$200 for each of twenty recruiters in addition to their normal expenditures for year-round recruitment activity.

25X1

| 6. It is recommended, therefore, that representation allowances not to exceed \$30 that we will monitor the use of this allows | 00 each with the understanding |
|--|--------------------------------|
| attention any plans for special use of this | |
| in paragraph 5 above. | |
| | Promote II Ponola |
| n n | Emmett D. Ecnols |
| עע | rector of Personnel |
| The recommendation in paragraph 6 is approv | ed. |
| Deputy Director (Support) | Date |

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Attachment

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Director of Personnel 5E56 Hq.
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UNCLASSIFIED CONFIDENTIAL SECRET

(40)
" U.S. GOVERNMENT PRINTING OFFICE: 1961 0-587282

FROM: NAME, ADDRESS AND PHONE NO.

FORM NO. 237 Use previous editions

14 May 1963

| TAT | Colonel White (via Mr. Lloyd): | |
|-----|---|------|
| | The two memorandums attached hereto as "Background" came up last Friday. They are: | |
| TAT | (1)monthly report to Emmett on the Recruitment Program, and | |
| | (2) A memo from Emmett to you requesting approval of a \$300 representation allowance for professional field recruiters. | |
| | Because of the paragraphs marked on page 2 of Rex's report and the uncertainty as to authority expressed in Emmett's memo, I asked OGC for an opinion. | |
| | There is no existing authority for such expenditures except by inference, but Houston's memo to you (Attachment 1) says that the allowance is legal but requires DDCI approval. | |
| TAT | has drafted a memorandum from you to General Carter, requesting his approval, which I recommend you sign. | |
| | | |
| | | STAT |
| | | |

Next 4 Page(s) In Document Exempt